

Message Text

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ORIGIN NEA-10

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FM SECSTATE WASHDC
TO AMEMBASSY RABAT
AMCONSUL CASABLANCA

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E.O. 11652:N/A

TAGS: BDIS, MO

SUBJECT: CONGRESSIONAL INQUIRY ON BIDS TO GOM BY WILLIAM
A. LANG

1. DEPARTMENT HAS RECEIVED INQUIRY FROM SENATOR ORRIN G.
HATCH OF UTAH ON UNSUCCESSFUL BIDS OF MR. WILLIAM A. LANG
OF SALT LAKE CITY. FOLLOWING IS TEXT OF LETTER, DATED
FEBRUARY 3:

BEGIN QUOTE: DEAR SECRETARY VANCE: MR. WILLIAM A. LANG,
OF SALT LAKE CITY, UTAH, HAS REPRESENTED THE FOLLOWING
FACTS TO MY OFFICE AND HAS REQUESTED ME TO ASSIST HIM IN
MAKING A FORMAL INQUIRY.

AT THE INVITATION OF THE GOVERNMENT OF THE KINGDOM OF
MOROCCO ON SEPTEMBER 28, 1977, HE MADE AN ORIGINAL BID ON
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600,000 METRIC TONS OF CEMENT AT DOLLARS 53.00 A TON. HE
WAS INFORMED BY THE MOROCCAN GOVERNMENT THAT HIS PRICES
WERE TOO HIGH. HE CONFIRMED THIS THROUGH HIS OWN SOURCES
AS WELL AS THE AMERICAN EMBASSY, BY COURTESY OF CONSUL
GENERAL JOHN C. MONJO. HE WAS GIVEN PERMISSION BY MOROCCO
TO ADJUST HIS PRICES, WHICH HE DID, THE LATEST ON JANUARY
10, 1978, DIRECTLY TO THE MINISTER OF COMMERCE ON 400,000

METRIC TONS AT DOLLARS 43.00 A TON. IN THE INTERIM PERIOD

BETWEEN THE SEPTEMBER 28, 1977, BID AND THE LATEST BID, HIS BID OF RECORD OF DOLLARS 44.50 A TON WAS IGNORED. BOTH HIS INFORMATION AND THE EMBASSY'S WAS SUPPORTIVE OF HIS PRICES BEING LOWER THAN THE PRICE AT WHICH THE GOVERNMENT WAS PURCHASING THE CEMENT.

REQUESTED ACTION - MR. LANG AND I URGE THE DEPARTMENT OF STATE REQUEST THE AMBASSADOR DETERMINE FROM THE MINISTER WHY HIS CEMENT BIDS WERE IGNORED FROM OCTOBER THROUGH DECEMBER WHEN THEY WERE THE LOWEST BIDS. HE WOULD ALSO LIKE TO KNOW THE STATUS OF HIS JANUARY 10TH BID. IN ADDITION, WE WOULD APPRECIATE BEING FULLY INFORMED ON THE ESTIMATED REQUIREMENTS FOR 1978 AND THE CONFIRMED INVITATION TO BID AND THE DATES.

THROUGHOUT THE LATTER HALF OF 1977, BUT MOST PARTICULARLY IN DECEMBER AND AGAIN BY INVITATION OF THE MOROCCAN GOVERNMENT, MR. LANG MADE EXTENSIVE BIDS ON FROZEN POULTRY AND BEEF, AND ON LIVE SHEEP, BEEF AND DAIRY CATTLE. HE HAS KEPT THE CONSULATE GENERAL AT CASABLANCA WELL INFORMED. HE IS CONFIDENT HIS PRICE AND QUALITY ON THE POULTRY ARE THE LOWEST PRICES AND HE SO INFORMED THE MINISTER OF COMMERCE IN A LETTER SENT ON DECEMBER 26, 1977, FROM ENGLAND, OF WHICH A COPY WAS SENT TO THE AMBASSADOR VIA LIMITED OFFICIAL USE

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CONSUL GENERAL MONJO. ALTHOUGH THE CEMENT IS NOT AMERICAN BUT FROM KENYA, THE POULTRY AND LIVESTOCK IS ALL AMERICAN AND IMPORTANT TO OUR NATIONAL INTERESTS.

REQUESTED ACTION - MR. LANG AND I RESPECTFULLY REQUEST AN IMMEDIATE AND FULL REPORT FROM THE AMBASSADOR ON THE STATUS OF THESE BIDS. CONSIDERING OUR RECENT DOLLARS 325 MILLION LOAN TO MOROCCO, IN ADDITION TO SOME DOLLARS 20 MILLION FROM THE EXPORT-IMPORT BANK ON THE CEMENT PLANT, I FEEL MY CONSTITUENT DESERVES SOME CONSIDERATION. SO AS TO PRECLUDE ANY POSSIBLE DELAYS IF THERE ARE ANY TECHNICAL QUESTIONS THAT ARISE IN THE BIDS, MR. LANG AND I REQUEST THE EMBASSY TO ASK FOR ANY CLARIFICATION DIRECTLY FROM AG-WORLD EXPORTS, BLOOMINGTON, ILLINOIS, TELEX 510 352-2171 (MICO INC), WHO HAVE ACTED AS HIS AGENTS IN THIS MATTER.

I FURTHER REQUEST A STATUS REPORT ON MR. LANG'S BID TO DIRECTOR GENERAL A. KETTANI, S.N.D.E., REGARDING UTAH AND IDAHO RANCHERS AND POULTRY PRODUCERS JOINING IN MOROCCO'S EXPANDED CATTLE AND POULTRY PRODUCING PROGRAMS. END QUOTE.

2. WE ARE SENDING SENATOR HATCH AN INTERIM REPLY, ADVISING

HIM THAT WE HAVE REFERRED INQUIRY TO EMBASSY. LETTER AND
BACKGROUND DOCUMENTS BEING POUCHED RABAT AND CASABLANCA.
REQUEST EMBASSY REPORT FOR FOLLOW UP REPLY. VANCE

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